

Message Text

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P 212311Z JAN 77
FM SECSTATE WASHDC
TO AMEMBASSY PRETORIA PRIORITY
AMCONSUL CAPE TOWN
AMCONSUL DURBAN
AMCONSUL JOHANNESBURG

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E.O. 11652: N/A

TAGS: BEXP, SF

SUBJECT: YEAR END FY 76 SOUTH AFRICAN CRAG REVIEW

REF: PRETORIA 5828

1. WASHINGTON ELEMENTS CRAG REVIEW GROUP MET JANUARY 10
TO REVIEW OVERALL PERFORMANCE OF CRAG ACTIVITIES ANALYZED
SO THOROUGHLY IN REFTEL.

2. WASHINGTON ACUTELY AWARE OF HEIGHTENED MULTIFACETED
INTEREST LEVELS AND REPORTING REQUIREMENTS BOURNE BY
POSTS FOLLOWING COMBINATION OF FACTORS CITED PARA 3 REFTEL
AND OF STAFFING REALIGNMENTS AFFECTED BY POSTS TO COPE MORE
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THAT SUBJECTS ENUMERATED IN PARA 7 REFTEL WILL REMAIN OF
CRITICAL IMPORTANCE DURING CY 77. WASHINGTON PLEASED WITH
INCREASING LEVEL AND ANALYTICAL CAST OF REPORTING ON
THESE SUBJECTS. REVISED FORMAT OF PERIODIC ECONOMIC
REVIEW TO INCLUDE MORE FORWARD PROJECTIONS AND ANALYTICAL
COMMENTS AS WELL AS GREATER CONTRIBUTORY POST INPUT MOST
FAVORABLY NOTED HERE.

3. WASHINGTON CONCURS WITH POST ASSESSMENT OF CONTINUING
NEED FOR SIGNIFICANT ALLOCATION OF RESOURCES TO EMPLOYMENT

PRACTICES EFFORT; WORK IN THIS VEIN SHOULD PROVIDE MOST
APPROPRIATE OPPORTUNITY FOR E/C OFFICERS OF CONSTITUENT
POSTS OUTSIDE JOHANNESBURG TO CONSULT WITH REPRESENTATIVES
OF U.S. FIRMS AT THEIR PLANTS LOCATED IN THEIR RESPECTIVE
CONSULAR DISTRICTS IN REGARD TO THIS ISSUE.

4. WASHINGTON IS ENCOURAGED BY POST'S INITIATIVE IN
STAFING COUNTRYWIDE CONFERENCE AMONG BOTH FSO'S AND FSL'S
INVOLVED IN E/C WORK. INCLUSION OF OFFICERS FROM GABORONE,
MASERU, MBABANE AND MAPUTO SHOULD OVER THE COURSE OF THE
NEXT YEAR PROVE MOST HELPFUL IN CONSTITUENT POSTS AS CALLS
FOR PROMOTIONAL AND TRADE INFORMATIONAL ASSISTANCE AMONG
THEM INCREASE. WASHINGTON HOPES THAT SUCH MEETINGS WILL
BECOME AN ANNUAL PART OF THE CRAG REVIEWING PROCESS.
BASED ON THIS PART YEAR'S ACTUAL EXPERIENCE, DO RESOURCES
ALLOCATED FOR THIS EFFORT - TRADE DEVELOPMENT ASSISTANCE
TO THE BLS - IN FY 1977 CRAG ACCURATELY REFLECT CONTRI-
BUTIONS OF JOHANNESBURG'S COMMERCIAL OFFICER?

5. IT WAS AGREED THAT THE POST'S CONCERN REGARDING THE
HEAVY COMMITMENT OF RESOURCES TO THE PRODUCT LITERATURE
DISPLAYS SHOULD BE LOOKED AT AND POSSIBLE REASSESSED
FOLLOWING THE FEBRUARY PRINTING AND GRAPHIC ARTS EVENT.
WASHINGTON UNSURE AT THIS POINT IF LOW BUSINESS VISITOR
TURNOUT IS DUE PRIMARILY TO (1) DOWN TURN IN SOUTH AFRICAN
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ECONOMY AND TIGHTENING OF IMPORT PERMITS, (2) TO HEAVILY
CONCENTRATED NATURE OF SOUTH AFRICAN BUSINESS SCENE,
WHERE METALWORKING PLD ACTUALLY ATTRACTED A GOODLY NUMBER
OF KEY BUYERS, OR (3) PLD AS TECHNIQUE DOES NOT SUCCESS-
FULLY ATTRACT SOUTH AFRICAN BUYERS/END USERS. JOHANNESBURG
COMMERCIAL OFFICER COMMENTS WOULD BE MOST WELCOMED IN
EXPLORING THIS FURTHER.
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